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1881

1931

Golden Jubilee of E. GURNEY HILL

*We are pleased to announce Mr. Hill's
fiftieth anniversary in business and are
proud of his contributions to floriculture.
As a pioneer in developing free-blooming
forcing roses he has rendered a distinct
service. Our 1931 catalog is dedicated to
Mr. Hill and his work.*

HILL FLORAL PRODUCTS CO.

RICHMOND, INDIANA

Distributors for THE E. G. HILL CO. • JOS. H. HILL CO. • FRED H. LEMON CO.



A black and white photograph of two white roses. One rose is in the foreground, slightly to the left, and the other is behind it and to the right. They are set against a solid black background. The roses have many layers of petals, creating a full, rounded shape. Some dark leaves are visible at the base of the roses.

Joanna Hill

Originated by the
JOSEPH H. HILL CO.

●

THIS Rose has made a wonderfully successful record with the trade. By wholesalers and retailers as well it is pronounced the best yellow Rose yet introduced. It promises to be a favorite for many years to come.

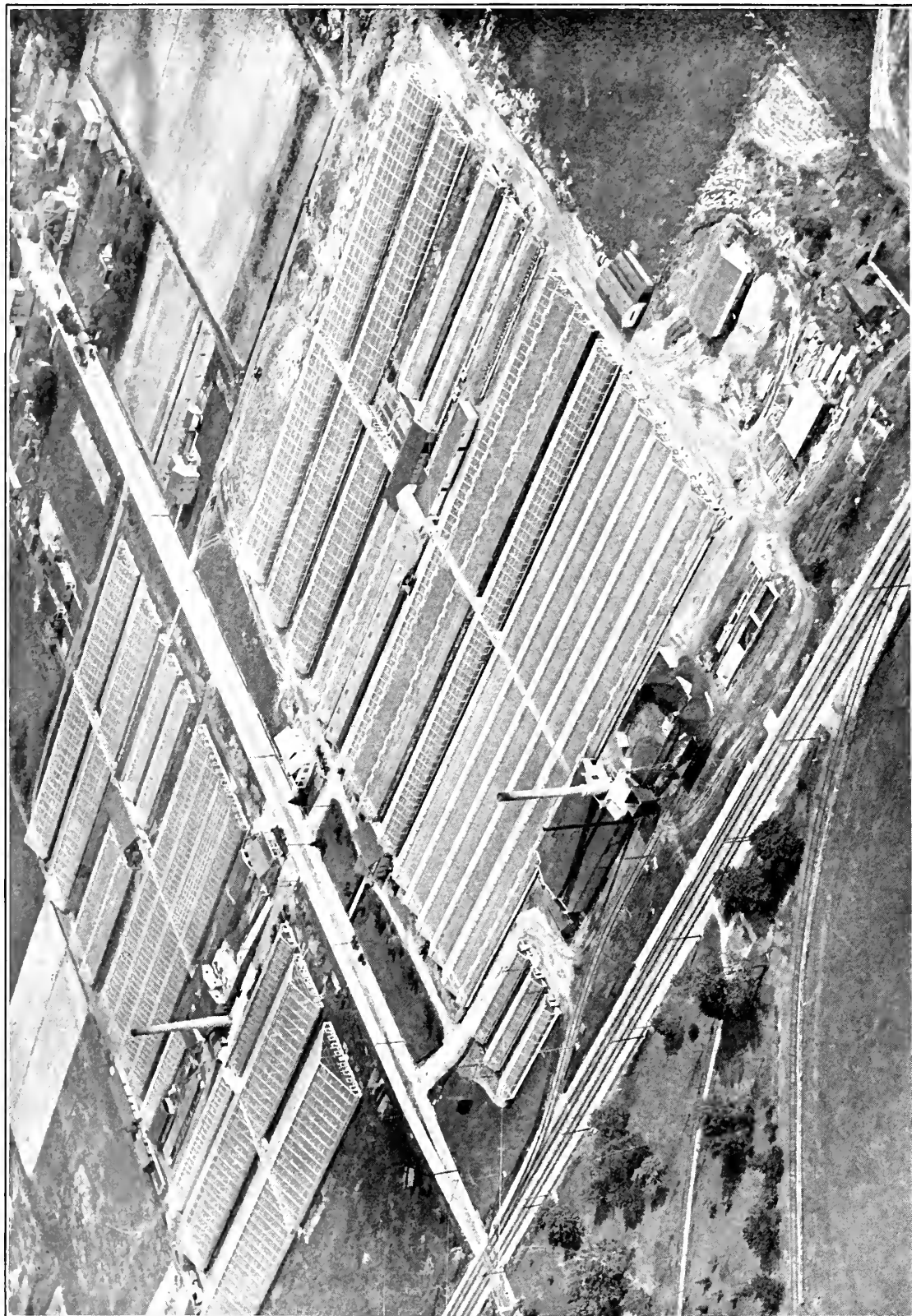
Economic and Social History
JAN 15 1931

Fifty Years in Business

IT IS with pride that we call the attention of the trade to E. Gurney Hill's fiftieth year in business. In 1881 Mr. Hill, with his father, Joseph, established a greenhouse business on East Main Street, which was then outside the city limits. This was a general plant and cut flower establishment, the stock being sold locally. Later a catalogue was published each year, allowing a wider distribution. In a very few years the original quarters were outgrown and ten acres of land farther east were purchased. Here the Hills erected a range of glass which, in those days, was considered the last word in greenhouse construction. This plant included two Lord & Burnham iron frame houses, perhaps the first of this type built in the Middle West.

In 1897 Joseph Hill died and E. Gurney with his sister, Sarah, continued the business. Under their splendid guidance it developed steadily, winning a host of friends and customers in all parts of the world.

Gradually Mr. Hill changed from his general business, favoring roses, and then began his extensive breeding experiments. Among his early seedlings appeared a striking red rose which developed into a fine forcing variety. This rose was named Richmond and created a sensation when placed on the market. It is still being grown extensively in England and on the Continent. Many other varieties followed and in 1918 came Columbia and Premier, varieties which practically revolutionized the rose business. The later work of Mr. Hill and the development of the present ranges of glass operated by the Hill interests are too well known to require further comment.



Aeroplane view of The E. G. Hill Co. and East Range Jos. H. Hill Co.



What ROSES Shall We Grow?

WITH the changing market conditions, the problem of selecting varieties that will give good results has become even more important. A variety, to measure up to the exacting standard established by the hybridizer and grower, must first of all be productive. Production, under ordinary good culture, is of primary importance in considering what to plant. Lasting qualities, beauty, and the appeal that the rose makes are also fundamental requisites. The varieties we offer for the season of 1931 and 1932 are all "Time tried and crop tested."

NEW ROSES

As in former years a number of novelties are being offered to the trade. None of these, however, are of our own origination. Hollywood (a sport of Premier Supreme) which by some is considered an improvement over Premier Supreme, is described on the following page. Gloria Mundi, a Dutch importation in the polyantha class, we also consider a most valuable addition for both pot plant and cut flower culture.

Next season we will have more to say on "the question of new roses."

THE QUALITY OF OUR STOCK

CHECK

The factors responsible for our high grade quality—

1. Personally selected English and Dutch Manetti.
2. Scions from healthy, strong, blooming wood.
3. Expert grafters of many years' experience.
4. Houses especially designed for rose production.
5. Not to be overlooked is our desire to give complete satisfaction to every customer.

AND DOUBLE CHECK

Your order and send it to us as soon as possible, stating your approximate planting date so your plants will be ready when you want them.

ROSE GROWING HINTS

1. Best remedy for blackspot and mildew is perfect root action.
2. Varieties not subject to mildew or blackspot should be cut back early.
3. As to fertilizer, "little and often" is the golden rule.
4. Only light feeding should be given between December 15th and February 15th.
5. To keep down red spider, syringe every ten days.
6. Keeping the floors clean prevents thrip; stagnant water and mud breeds them.



A NEW SPORT OF PREMIER SUPREME



Hollywood

HOLLYWOOD

(Scittine and Di Francesco)

A sport of Premier Supreme and highly recommended by growers who gave it a trial last season. It is slightly deeper pink in color than Supreme when first opening, produces a large flower, and is a free bloomer with good keeping qualities.

PRICES GRAFTED PLANTS

(2½ inch pots)

\$.75 per plant (no packing charge)	75c each
6.00 per 10 plants (no packing charge)	60c each
35.00 per 100 plants.....	35c each
325.00 per 1,000 plants.....	32½c each
300.00 per 1,000 in lots of 5,000 plants.....	30c each
275.00 per 1,000 in lots of 10,000 plants.....	27½c each

25 plants at the 100 rate
(plus 50c packing charge).

A SECOND YEAR NOVELTY

PRESIDENT HERBERT HOOVER (L. B. Coddington)

This rose has made a place for itself among the commercial varieties. The color is a blend of orange and pink, varying in tone from coppery red in bud to glowing orange-yellow at the base of the petals, flamed and suffused with vivid rose pink. In all stages the flower is unusually attractive. It is a strong grower and very productive.

PRICES GRAFTED AND BUDDED ON ODORATA

(2½ inch pots)

\$.75 per plant (no packing charge).....	75c each
6.00 per 10 plants (no packing charge).....	60c each
30.00 per 100 plants.....	30c each
140.00 per 500 plants.....	28c each
260.00 per 1,000 plants.....	26c each
240.00 per 1,000 in lots of 5,000 plants.....	24c each
220.00 per 1,000 in lots of 10,000 plants.....	22c each

25 plants at the 100 rate (plus 50c packing charge).



A STARTLING POLYANTHA NOVELTY

GLORIA MUNDI

(G. de Ruiter)

This new dwarf Polyantha rose has created a sensation wherever it has been shown. Honors have been showered upon it in the form of gold medals and silver cups in Europe and this country. The color is a glowing orange and does not bleach. The flowers are double, borne in clusters with rich dark green foliage. It is excellent as a cut flower and cannot be equalled for pot plant culture.

PRICES GRAFTED AND BUDDED ON ODORATA (2½ inch pots)

\$.75 per plant (no packing charge)	75c each
6.00 per 10 plants (no packing charge).....	60c each
30.00 per 100 plants.....	30c each
250.00 per 1,000 plants.....	25c each
25 plants at the 100 rate (plus 50c packing charge).	



Gloria Mundi

STILL A LEADER IN ITS CLASS

SOUV. de CLAUDIUS PERNET

“Pernet” still has no competitor in the yellow rose class. The public is fond of it, not only because of its beauty but also because of its size and marvelous keeping qualities. Its habit of growth and distinctive foliage also put it in a class by itself. It must be grown on odorata stock for the best results.

PRICES FOR PERNET ON ODORATA

\$.50 per plant	\$ 40.00 per 100 plants
4.50 per 10 plants	350.00 per 1,000 plants
25 plants at the 100 rate plus 50c packing charge.	

Nothing is easier than fault-finding; no talent, no self-denial, no brains, no character, required to set up in the grumbling business.—ROBERT WEST.



STANDARD VARIETIES



Premier Supreme

In our introductory page we referred briefly to the question of rose varieties for the coming season. Nearly every day we are requested to make recommendations. For those who grow roses in quantity for the wholesale market we can safely say you cannot go wrong on the "Big Five," namely:

BRIARCLIFF

E. G. HILL

JOANNA HILL

PREMIER SUPREME

TALISMAN

In view of this fact we are departing from our usual listing to give first place to these well recognized "Standards." We will mention them only casually as they are too well known to require detailed descriptions.

BRIARCLIFF (Briarcliff Greenhouses)

This splendid sport of Columbia can still be called the most universally grown light pink rose. Its long pointed bud and freedom of bloom are outstanding characteristics.

E. G. HILL (E. G. Hill Co.)

Dazzling scarlet, deepening to a deeper pure red as it opens. Very fragrant. It produces long stems naturally and the foliage develops freely and is rich dark green in color. A good producer and with unusually good keeping qualities. This rose is constantly making new friends. Grow it a few degrees cooler for the best results.

JOANNA HILL (Jos. H. Hill Co.)

The blooms are clear yellow, deepening at the center, and hold their color under artificial light. It produces strong stems without pinching and is marvelously free in bloom. According to the reports we have received on this rose from different parts of the country we are convinced that it has a better per square foot production record than any other variety grown commercially. Even with a poor market the flowers have always brought a fair average price.

PREMIER SUPREME (Zieger & Sons)

By far the best of all the Premier sports. The flowers are magnificent both in color and form.



The color is deep rose with a fine full rounded bud. It is a free clean grower and is rapidly taking the place of Premier and Matchless.

TALISMAN (The Montgomery Co.)

The public has not as yet tired of this beautiful highly-colored rose. On the cut flower markets and in the retail stores it is as popular as ever.

The color is very charming but one that is difficult to describe accurately. Shadings and blendings of pure scarlet, gold and old rose predominate. It is very free in growth and an excellent producer. Even though it has Pernet blood it grows equally well on manetti or odorata. Like E. G. Hill, it should be grown a few degrees cooler.

OTHER STANDARD VARIETIES

AMERICAN BEAUTY

With changing styles this old favorite is again becoming popular. The variety is too well known to deserve further description. Contrary to the opinion held by old-time growers, our grafted plants are giving wonderful results. We are prepared to supply grafts in any quantity.

DOUBLE WHITE KILLARNEY

Still the leading and best white forcing rose. Our stock has been especially selected from the original Budlong strain.

MATCHLESS

A sport of Premier, dark rosy cerise, deepening to pure red in cool weather. Can be sold as a red at Christmas. The flowers are fully as large or larger than the parent, produced on long stems. The early flowers in the fall bring some "bull heads" but in spite of this the variety can be made to pay.

MME. BUTTERFLY

There is nothing more beautiful in the entire list of forcing roses than this dainty shell or flesh pink, fragrant sport of Ophelia. It has excellent



Briarecliff



keeping qualities, a point in its favor from the retailer's as well as the public's point of view. In many sections of the country, however, it is being discarded and Rapture is being substituted. (See Rapture.)

PREMIER

This variety is too well known to need description. During the height of its glory it "made money for many a florist" and it also produced many fine sports. There are still growers who will not discard this old favorite. We are convinced, however, that Premier Supreme should be grown in its place.



Rapture

RAPTURE

This second generation sport of Ophelia is intensely bright in its vivid coloring of apricot, coral and rose. It has more petals than its parent and produces flowers more freely. A strong, heavy grower and well liked by the wholesaler, retailer and ultimate consumer. We prefer it to Mme. Butterfly.

ROSE HILL

Rose Hill is our own sport of Columbia. Many growers prefer it to Briarcliff. The growers around Philadelphia are particularly successful with Rose Hill. In many markets it sells at a premium the greater part of the year. Rose Hill has a few more petals than Briarcliff and is firmer in texture, making it a better shipper. The color is pure pink without shadings and shows little variation even in hot weather and during the dull days of December. It is a good producer and the stems are stiff and almost thornless. It is a wonderful summer rose, too.

SCOTT'S COLUMBIA

Lighter in color than either Briarcliff or Rose Hill, otherwise very much like Columbia, its parent. We will be glad to supply grafts on "special order."

TEMPLAR

In color Templar is a clear, even shade of red that does not change to blue or purple with age. Its stem is stiff and the foliage is attractive. A good producer in winter with excellent habit of growth. To "sum up," Templar is still a commercially profitable red rose.

Drudgery is as necessary to call out the treasures of the mind as harrowing and planting those of the earth.—MARGARET FULLER.

PRICES OF STANDARD VARIETIES

For strong, grafted plants out of 2½ inch pots.

\$.50	per plant (no packing charge).....	50c each
4.50	per 10 plants (no packing charge).....	45c each
25.00	per 100 plants.....	25c each
120.00	per 500 plants.....	24c each
230.00	per 1,000 plants.....	23c each
220.00	per 1,000 in lots of 5,000.....	22c each
210.00	per 1,000 in lots of 10,000.....	21c each
200.00	per 1,000 in lots of over 10,000.....	20c each

25 plants at the 100 rate plus 50c packing charge.



CARNATIONS *for* 1931

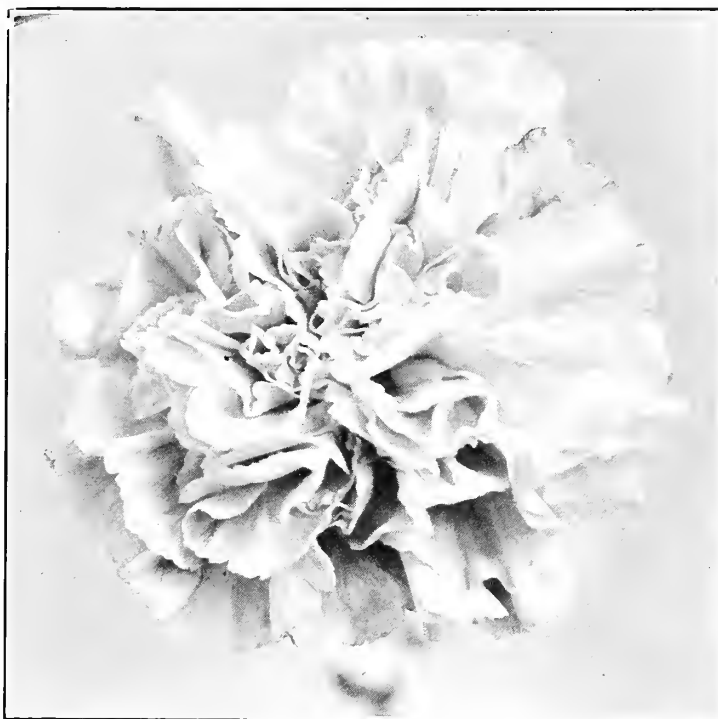
THE fact that we have enlarged our Carnation Department is proof that we have not lost faith in the future of this flower. We are strong in our belief that the carnation is regaining its popularity. Our stock is said to be the best ever by exacting critics. Success with this crop depends largely on the selection of varieties. No varieties of weak growth or thin texture should be allowed on the place. Choose varieties that will give a good crop of flowers in December, January and February.

Here are some of the requisites of a good carnation:

1. Stiff stems.
2. Productiveness.
3. Heavy texture in the petals.
4. Clear color.
5. Spicy fragrance.
6. Disease resistance.

Hints as to culture—Give special care to the young stock, which is the foundation for next year's crop. Try growing it indoors during the entire season if you have not already done so. Grow them cool at all times—never over 48 degrees to 50 degrees at night. Then watch for results!

This season we are offering one novelty. Our standard list contains only those that have made good.



Marjorie

A NEW CARNATION

MARJORIE (W. S. Kircher)

The color of this new seedling carnation is an extremely pleasing shade of bright glowing dark pink which does not fade. It produces a large flower of perfect form on strong, stiff stems. These qualities together with a record for production and freedom from disease have evoked favorable comment wherever the variety has been shown as well as from florists who have seen it

growing at the Kircher establishment at Defiance, Ohio. Yes, it keeps well, too, and is non-splitting.

In the way of awards, Marjorie received a first prize at the National Flower Show in Minneapolis, a first prize at the Cleveland Spring Flower Show and a Certificate of Merit at the North American Flower Show in Detroit.

Orders filled in strict rotation.

PRICES FOR STRONG ROOTED CUTTINGS

\$15.00 per 100

\$125.00 per 1,000

25 cuttings at the 100 rate.

250 cuttings at the 1,000 rate.



THE STANDARD VARIETIES

BOSTON WARD

This variety is a great improvement over the old-time favorite, Mrs. C. W. Ward. The color is dark pink and the flower of good form. We recommend it especially to those who in the past obtained good results with Mrs. C. W. Ward.

EARLY DAWN

Rich yellow faintly striped with soft pink. It might be called a fancy variety because of its distinctive color. It has excellent growing qualities and is strong and robust in habit. It is free and produces flowers early in the season. The flowers develop to three inches in size, are borne on good stems and have a strong calyx.

EARLY ROSE

A glistening pink Dorner variety and practically the only one of this color on the market. It can be grown to bring excellent returns. The flowers are full and well formed. The stems are of medium length and hold the blooms in an upright position. Flowers keep best if allowed to develop fully on the plants before cutting.

ELDORA

This is a free flowering carnation with excellent habit of growth. Its white ground striped with pink makes a pleasing color combination. Really nothing to equal it in this particular color class.

PINK ABUNDANCE

The most widely grown dark pink carnation. Reasons? Bright color, long stems, early flowers, easily grown and has good keeping qualities! No wonder it is a favorite with producer and retailer!

HILDA BRENKERT

A Denver variety of exceptional merit, approaching Laddie in size. It is one of the varieties that has put Denver on the map as far as carnations are concerned. It is an excellent shipper and keeper. It might be termed a fancy carnation with unusual freedom of bloom. The color is pink with a faint variegation of deeper pink.

IVORY

A white that we still prefer to any other on the market. The flowers are deeply serrated and have a spicy odor. The variety produces a good crop early and is very free. It is an easy grower and a good keeper.



A house of Marjorie

SPECTRUM

Still the best scarlet on the market. Comes into a crop of perfect blooms early and is an excellent keeper and shipper. A variety that every carnation grower needs.

PRICES FOR STRONG, WELL-ROOTED CUTTINGS

	Per 100	Per 1000		Per 100	Per 1000
Boston Ward	\$6.00	\$50.00	Pink Abundance.....	\$6.00	\$50.00
Early Dawn	8.00	75.00	Hilda Brenkert	6.00	50.00
Early Rose	5.00	45.00	Ivory	6.00	50.00
Eldora	6.00	50.00	Spectrum	5.00	45.00

25 cuttings of a variety at the 100 rate.

250 cuttings of a variety at the 1,000 rate.

An additional charge will be made on orders of less than 25 plants of a variety.



CHRYSANTHEMUMS *for* 1931

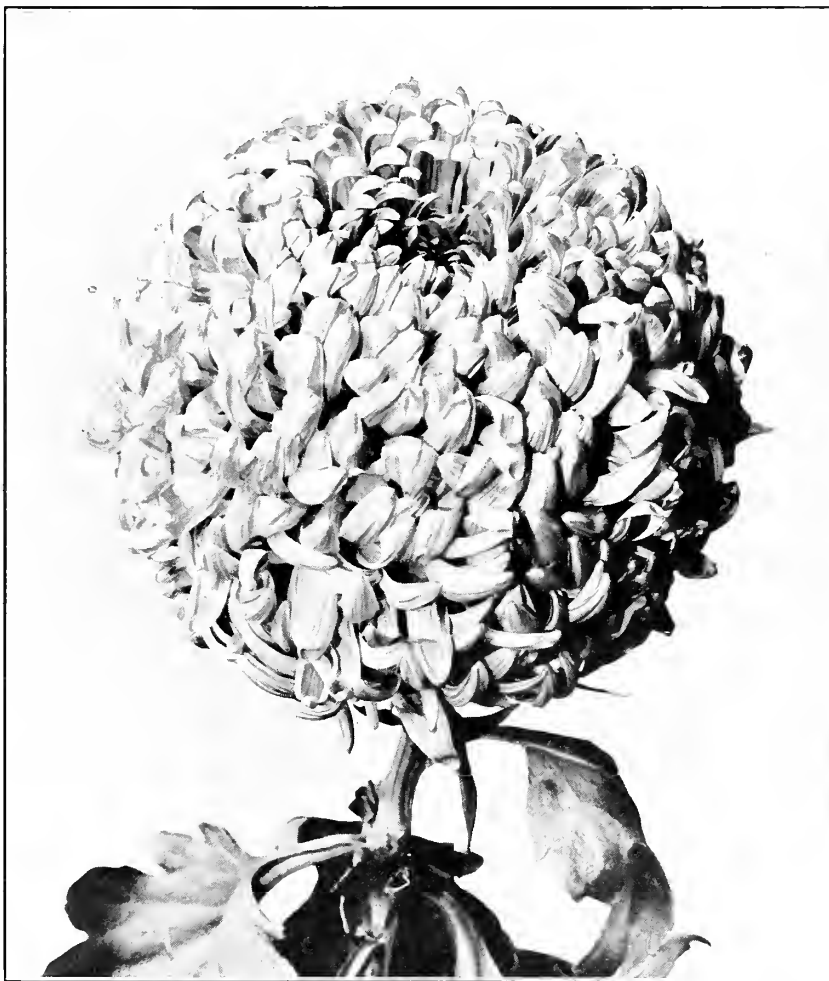
THE Chrysanthemum Show of the National Society held in Detroit last fall, demonstrated clearly that the "Queen of the Autumn" is as popular as ever. We are told by those who have exhibited at these shows for a good many years that the quality of the stock this year excelled anything they had ever seen.

To meet the increased demand for our Chrysanthemum cuttings, we found it necessary to enlarge our "Mum" Department last season. As a result we were able for the first time in years to fill all our orders. It has always been our policy to keep our collection up to date so, as in previous years, we have added quite a

few new varieties. Only those that have proven their worth are being offered. These new varieties include the finest from the Far East, Australia, England, and last but not least, our own American sorts which are up in the front ranks as never before. The new Smith and Baur & Steinkamp introductions for 1931 are especially worthy of mention. We are safe in saying that the Chrysanthemum grower has an opportunity to select from the finest assortment of varieties that has ever been catalogued. Make up your list for "Mums" now.

Our recommendations on dates for "taking the bud" are as accurate as we can make them and will assist you in selecting varieties to cover the season according to your market requirements.

We are always glad to render assistance on growing problems or varieties if it is within our power.



Golden Majestic



Prize Winning Set of EXHIBITION VARIETIES

For Prices See Alphabetical List

We consider this collection absolutely the finest on the market. They were all prize winners at the autumn shows.

MAJESTIC

Enormous rounded bloom of the most perfect form, a shining golden orange, shading to rosy bronze. Easy grower. Also a good commercial. One of the finest.

MRS. E. KERSHAW

Golden bronze with bright lining to the petals, which are of great breadth. Perfect in form. Tremendous growth of foliage and stem. A stunning, showy variety.

WILLIAM TURNER

A perfect ball of the purest possible white. Decidedly incurved and of fine form. A strong grower with clean foliage.

MARIAN H. UFFINGER

The bloom is reflexed in appearance but the tips of the individual petals are incurved, showing the gold reverse in a very distinctive manner. Colors, dazzling bronze crimson and gold. A splendid variety.

GOLDEN MAJESTIC

A huge sphere of shining gold without a trace of bronze. A sport of Majestic. Perfect in form and unsurpassed by any variety of its type. A real beauty!

ALICE BENSON

Splendid incurving white of satin texture. A big flower, stiff stem, perfect foliage.

THOMAS W. POCKETT

The name "Pockett" assures the quality and this is extra select. A lovely clear pink with tips of petals incurved. Growth, foliage and stem are the best type of "Pocketts." Of enormous size.

LOUISA POCKETT

Pure white, enormous in size. One of the largest varieties. A sure winner!

YELLOW POCKETT

A fine counterpart of Louisa Pockett, like it in all but color. An absolute necessity in the exhibition collection. A wonderful yellow.

VERMONT

A magnificent pink of lovely bright shade. Enormous flowers of incurved type. One of the best pinks for exhibition purposes.



Marian H. Uffinger

There is a chord in every heart that has a sigh in it if touched aright.—OUIDA.



Anniversary Offer of EXHIBITION VARIETIES

The florist who grows his own "Mums" will find that a collection of exhibition varieties will make a splendid advertising medium. There is nothing more effective for window displays than a vase of these huge blooms artistically arranged. The expense involved is negligible if you will take advantage of our anniversary offer.

**TEN EACH
OF
TEN EXHIBITION VARIETIES
FOR
TEN DOLLARS**

The collection will be carefully selected as to color and types.

The world is blessed most by men who do things, and not by those who merely talk about them.—JAMES OLIVER.



Mrs. R. M. Calkins

The Cream of the NEWER VARIETIES

Any varieties selected from this list are sure to prove satisfactory.

ADA B. GOSLING (Exhibition). Golden bronze, shaded bright crimson; late buds are deeper in color; a very striking variety. Bud not later than August 20. Blooming date November 10.

CARRIE BEINECKE. Type of Majestic, a fine grower, color a warm bronze, stem and foliage just right to carry the big handsome bloom. Take bud after August 20. Blooming date early November.

CELESTRA. Globular, golden yellow, tall from early planting, stem rigid, beautiful foliage, very valuable early. Take bud late Crown or Terminal bud. Blooming date October 10.

DETROIT NEWS. Choice bronze, with golden reverse. Has remarkable keeping qualities. Opens

in globe form and gradually reflexes, showing the bronze tone. Take bud August 30. Blooming date October 15.

FLORENCE BAHN. A chestnut bronze of medium size and wonderful color; flowers very perfect in form; small, neat foliage quite up to the bloom; permits close planting. Take bud August 25. Blooming date November 5.

FRIENDLY RIVAL (Exhibition and Commercial). The "King Bee" of all the fine, giant, golden yellows; nothing of its date can beat it; and as it can be had in perfection for Thanksgiving, it is being very heavily planted. It also brings very choice blooms four to a plant; if benched later with one flower to a plant, the



blooms are enormous. Take bud September 15. Blooming date November 15.

GARNET KING. A perfect reflexed, smooth and velvety, shows no reverse, a beautiful tone of garnet, very choice for Thanksgiving. The finest of its color to date. Take bud September 20. Blooming date November 25.

GOVERNOR GREEN. A fine early, a large crimson with reverse of old gold, heavy stem and attractive foliage. Splendid for its date. Take bud August 15. Blooming date October 15.

GOLDEN CELEBRATION. A descendant of Timothy Eaton through its sport, Yellow Eaton. As vigorous as its forebears, a bright golden yellow, an exceptionally fine Thanksgiving variety, beautiful foliage. Avoid the Terminal bud. Take bud September 10. Blooming date Nov. 20.

GRACE STURGIS (Exhibition). An enormous flower of very distinct color, a lovely shade of bright rosy plum with silver reverse, of open incurving form, a great grower. Don't overfeed. Take bud August 25. Blooming date November 5.

HILDA H. BERGEN. One of the most useful commercial varieties ever introduced. The color is a deep rich mahogany bronze, and every bud produces a perfect flower. We strongly recommend it as being excellent in type, quality and productiveness. Coming in as it does before Waite and the other bronzes it is a valuable and profitable variety. Can be grown with three or four flowers. Take bud August 10. Blooming date October 25.

INDIANOLA. Another early commercial, a large flowered variety of perfect form, very substantial; a wonderfully beautiful combination of old gold and bronze; handsome foliage. Take bud August 8. Blooming date October 24.

IRENE BEANE (Exhibition). Rich chestnut crimson, petals broad and reflexing. The largest variety of its color to date, habit dwarf, strong grower. Shows very little reverse of the petal. Take bud August 27. Blooming date October 25.

JOHN S. BUSH (Exhibition). A seedling from Louisa Pockett, having all the good traits of the family in size and make-up, fine foliage, not too large, easy to grow. Pure white from early buds; soft lavender from later buds. Take bud August 15. Blooming date October 15.

JOHN R. BOOTH (Exhibition). A pure golden sport from Nag-ir-roc, with lower petals falling downward in slender curls, the earliest "Big One." Take bud August 15. Blooming date October 15.

LUSTRE. Extra fine early pink of lavender shading. Bench in early June. Take bud August 25. Blooming date October 8.

MARIE DE PETRIS. Deep golden yellow, foliage quite up to the flower, perfect blooms from any bud. Stem rigid, healthy grower, the individual blooms are 20 to 22 inches in circumference. (Take bud) any bud. Blooming date November 12.

MEDUSA (Exhibition). Soft salmon pink, flushed bronze, light buff reverse; of immense size; florets of medium width, twisting gracefully to the very points. Take bud August 20 or August 27. Blooming date October 10 or October 27 respectively.

MISS RITA MITCHELL. Salmon bronze with fawn reverse. The color is very striking. Enormous in size, unique for exhibition. Take bud August 25. Blooming date November 5.

MRS. AUGUST KOCH (Exhibition). Absolutely unique; a rosy salmon sport of Vermont with cream-colored reverse; some petals are tubular, others broad and incurved, with enormous spread. Take bud August 1 to 15. Blooming date November 5.

MRS. F. E. LEWIS (Exhibition). Deep crimson with golden reverse, petals very wide, extremely fine, easy to do. A robust grower. The finest red of its date. Take bud September 5. Blooming date November 5.

MRS. JULES LEEDS. Gorgeous in color, blood red, a wonderful novelty, petals immense. This is "something different" and startling. One of the most striking of recent novelties. Take bud August 25. Blooming date November 10.

MRS. KEITH LUXFORD (Exhibition). Deep chestnut, with old gold reverse; florets broad and reflexing, showing very little of the reverse; an Immense Exhibition variety of ideal habit and stem; the name assures its value. Take bud August 25. Blooming date October 25.

NADINE (Exhibition). An exceptionally large golden bronze variety, an easy variety to grow. Take bud August 1 or later. Blooming date November 5.

SOUV. DAVID MARTIN (Exhibition). Crimson with gold reverse, narrow petaled, like a large cactus dahlia, a strong tall grower. Extra fine. Take bud August 27. Blooming date October 25.

THALIA (Exhibition). Japanese type, the florets reflex and curl at the tips. Color deep crimson, with purplish shading. A fine commercial also. Very distinct. Take bud August 25. Blooming date late October.



THE BRUCE. Scarlet and bronze in fine combination, very showy. Easy to grow. Fancy commercial. Take bud August 25. Blooming date November 5.

THETTA QUAY FRANKS (Exhibition). Clear soft pink with silver reverse; an immense arrangement of petals, reflexing and curling; habit and stem are perfect to show this big bloom at its best. Take bud August 25. Blooming date November 5.

WM. HAZELHURST (Exhibition). Fine deep pink color, florets of great substance, forms a most beautiful and imposing flower. Of easy culture and of rather dwarf growth. Take bud August 25. Blooming date October 29.

WOOLF'S PINK. An unusually valuable commercial, will pay to plant in quantity, perfect in form and clearness of color and unusually welcome about October 10. Plant May 12. Take bud August 20. Blooming date October 10.

A NEW 'MUM OF PARTICULAR MERIT

MRS. WALTER J. ENGEL

A yellow sport of Gladys Pearson which originated with Walter J. Engel of Columbus, Ohio. It has all the good qualities of its parent plus a pleasing yellow color. Mr. Engel has grown it with excellent results for several seasons and this

year we grew it on a large scale, finding it even more satisfactory than we anticipated. We are assisting Mr. Engel in the dissemination of this variety and recommend it highly for the Thanksgiving market. Your collection will not be complete without it.

PRICES FOR STRONG, WELL-ROOTED CUTTINGS

\$2.00 per Dozen

\$12.00 per 100

\$100.00 per 1,000

25 cuttings at the 100 rate; 250 cuttings at the 1,000 rate.



Mrs. Walter J. Engel



The BAUR-STEINKAMP NOVELTIES for 1931

In the field of Chrysanthemum hybridization the firm of Baur-Steinkamp & Company enjoys an enviable reputation. Many of the best known commercial varieties are their introductions. We are happy to have the privilege of offering their newest creations.

COMMERCIAL VARIETIES

AMBASSADOR

Might well be described as an Early Turner. Its large size and pure white color suggest that variety, although the bloom is somewhat more compact and the fine stem holds the bloom erect without support. Fully as large, and blooms three weeks earlier, being ready to cut October 15th to 20th. The plant grows five feet from early June planting, grows freely and needs no special care to produce its "fancy grade" blooms. Take last crown or terminal bud. This variety should prove especially valuable to those growers who need larger blooms early to protect their market from invasion.

OLD ROSE

A pleasing shade of deep pink. Pink varieties are not very plentiful and this is a very welcome addition to the list. Blooms about November 1st.



Ambassador

WHITE DISTINCTION

Those who grow Distinction will find in White Distinction a splendid running mate. Has all the good qualities of the pink one and is clear white in color. Blooms the latter part of November and can be held for Thanksgiving if grown cool. Take terminal bud.

YELLOW GOLD

Clear bright yellow incurved, about the size of a good Major Bonnaillon. Can be grown and marketed in quantity. Grows upright about four feet from June planting. Blooms November 1st to 10th. Medium size foliage, which permits of fairly close planting. Take terminal bud.

PRICES ON ABOVE VARIETIES

\$5.00 per Dozen

\$25.00 per 100

\$200.00 per 1,000

25 cuttings at the 100 rate; 250 cuttings at the 1,000 rate.

POMPON VARIETIES

AMOS

A splendid bronze of the autumn foliage type. Makes fine sprays and gives a good yield per foot of bench space.

JEWEL

Round flower of the Nuggets type. Pleasing shade of rose pink without any variation of color. Grows about as tall as Nuggets and gives a good

yield. A wonderful sort for outdoor planting where it can be protected from the early frosts.

LEGAL TENDER

Won the C. S. A. silver cup in 1929 as the best undisseminated seedling pompon. The color is a pleasing combination of bronze and gold. Vigorous grower, producing fine sprays and gives a highly profitable yield. We recommend this variety most highly. Should also prove valuable as a pot plant.

PRICES ON POMPONS

\$5.00 per Dozen

\$25.00 per 100

\$200.00 per 1,000

25 cuttings at the 100 rate; 250 cuttings at the 1,000 rate.

CHOICE COMMERCIAL VARIETIES

To aid the grower with his planting plans we are listing the most profitable varieties according to blooming dates—early to late. From our own experience we know they are all satisfactory.

YELLOW

Yellow Frost	August 15	Friendly Rival	November 15
Gold Lode	October 10	Golden Chadwick	November 20
Celestra	October 10	Golden Celebration	November 25
Chrysolora	October 15	Adrian's Pride	November 25
Sun Glow	October 20	Mrs. R. M. Calkins.....	November 25
Golden Glory	November 1	Mrs. Nellie T. Ross.....	November 25
Whittier	November 10	Mrs. Walter Engel (new).....	November 25
Marie De Petris.....	November 15	Sun Gold	November 28

WHITE

Early Frost	August 15	Monument	November 5
Quaker Maid	October 10	Timothy Eaton	November 10
White Chieftain	October 25	Favorite	November 15
Snow White	November 1	Chadwick Improved	November 20

PINK

Lustre	October 8	Josephine Lawler	November 5
Woolf's Pink	October 10	Thos. W. Pockett.....	November 5
Chieftain Improved	October 25	Rose Perfection	November 5
Rose Delight	November 5	Thanksgiving Pink	November 25

BRONZES AND REDS

Indianola	October 8	Private Merle Hay.....	November 5
Berta	October 10	Mrs. Jules Leeds.....	November 10
Detroit News	October 25	Tekonsha	November 20
Hilda Bergen (new).....	October 25	Harvard	November 20
W. H. Waite.....	November 5	Gladys Pearson	November 20
Bronze Mistletoe	November 5	H. E. Converse.....	November 25

Note: In giving these flowering dates it must be understood, of course, that there may be a slight variation depending where and under what conditions the plants are being grown.



STANDARD VARIETIES

For complete list of varieties with prices see page 23

	Take Bud	Blooming Date		Take Bud	Blooming Date
ADRIAN'S PRIDE					
Golden yellow; large and compact. Avoid the first crown, } later buds give best results.... }	Sept. 30	Late Nov.			
ANGELO					
Intermediate between the large type and pompons. Beautiful pink, as round as a ball when disbudded. Fine pot plant.....		Oct. 15			
BERTA					
Crimson and gold; velvety texture; <i>earliest brilliant</i> "Show" variety	Aug. 8	Oct. 10			
BOB PULLING (Exhibition)					
Of wonderful size, petals an inch in width and 10 inches long. Clear shade of yellow.....	Aug. 1	Nov. 1			
BRONZE MISTLETOE					
Its name describes it. Valuable for its date. Bud can be taken later for later blooms. <i>Plant</i> } Aug. 1 for Christmas blooms. }	Aug. 15	Very Late			
CHADWICK IMPROVED					
Pure snow-white, nothing finer for its date. Grand old sort....	Sept. 10	Nov. 20			
CHIEFTAIN IMPROVED					
Commercial pink. Round and smooth in finish as a pearl; ours is a selected strain of deeper tone of pink	Aug. 30	Oct. 25			
CHRYSOLORA					
Commercial yellow. Extra good keeper and traveler.....	Aug. 15	Oct. 15			
CORPORAL PIPER (Exhibition)					
Immense yellow of type of Odessa, but larger and brighter; er; very stiff stem..... }	Aug. 20	Nov. 1			
EARL KITCHENER (Exhibition)					
Enormous. Stem, foliage and flower tremendous. Bright amaranth with silver shadings.....	Aug. 20	Nov. 5			
EARLY FROST					
The earliest white 'Mum'; always in demand; can be had in fine condition by <i>mid-August</i> .					
FAVORITE					
Glistening snow-white; beautifully rounded; comes in a trifle before T. Eaton finishes; good stem, nice foliage and an easy variety to grow.....	Sept. 5	Nov. 15			
GLADYS PEARSON					
One of the very finest commercials of its date; a brilliant combination of buff, apricot and orange. Splendid grower, with handsome foliage. Beautiful incurved form	Sept. 30	Nov. 20			
GLORIOUS					
Large blooms of a pleasing pink color, one of the best for its date	Terminal Bud	Oct. 30			
GOLD LODGE					
"A seedling of <i>Comoleta</i> , twice as large, ten days earlier. Golden yellow, good stem, nice foliage." A valuable early commercial	Aug. 25	Early Oct.			
GOLDEN CHADWICK					
Fine late commercial yellow. Still unsurpassed as a late yellow.	Sept. 5	Nov. 20			
GOLDEN GLORY					
A perfect commercial in every point, 4 ft. in height, handsome foliage, globular form, smooth finish, shining gold, full, and big; and with all the above, an easy doer	Sept. 5	Nov. 1			
HARVARD					
Dark scarlet crimson. Fine for Thanksgiving. Indispensable for its date.....	Sept. 30	Nov. 20			
H. E. CONVERSE					
One of the very good red and gold varieties, with large incurving flower	Sept. 5	Late			
HONEYDEW (Exhibition and Commercial)					
Canary yellow of shining satin-like finish, large, round and smooth; 3½ feet, strong stem and handsome foliage. One of the best	Aug. 20	Oct. 25			
JOSEPHINE LAWLER					
Comes in before Rose Delight; a <i>perfect</i> early pink, with good stem and nice foliage. Bound to be very popular. Color, very good, a tone always in demand. }	Bud	Nov. 5			
MISS MILLICENT ROGERS (Sport of <i>Nag-ir-roc</i>)					
Bronzy-pink with golden shadings; color of <i>Mme. Butterfly</i> rose, curling, reflexing petals....	Aug. 20	Oct. 20			
MISS RUTH TWOMBLY (Exhibition)					
A beautiful spreading form of reflexed petals showing the color to the best advantage, which is a bronzy yellow..... }	Aug. 15	Nov. 5			
MRS. NELLIE T. ROSS					
Like Bonnaillon, but later; grandly rounded and full; very perfect in form; color, clear yellow. A wonderful keeper; one of the very best and has no superior for its date; quite out of the ordinary	Early Oct.	Late Nov.			

MRS. R. M. CALKINS

A brilliant yellow; wonderful in form with a strong stem. A good keeper and shipper, in fact, one of the best commercial yellow varieties on the market... } Take Bud Blooming Date
Late Nov.

MRS. WOODROW WILSON

A magnificent, large snow-white variety, wonderful for its date } Aug. 15 Oct. 15

MONUMENT

Excellent shipper, follows *Snow-white*; another substantial variety; easy doer..... } Sept. 10 Nov. 10

NAG-IR-ROC (Exhibition)

Deepest orange and bronzy yellow; enormous in circumference; every petal reflexing and curling } After Aug. 15 Nov. 5

NERISSA (Exhibition)

Rosy lavender, grand in size and beautifully incurved, big and and globular } Sept. 5 Nov. 5

NIAGARA (Exhibition)

Immense, snow-white, good foliage; stiff stem, with very long petals; of rounded massive form } Aug. 15 to 20 Nov. 5

ODESSA (Exhibition)

Enormous yellow, very bright, grand in form..... } Sept. 5 Nov. 5

PHILIP RICCI (Exhibition)

An improved *Chas. H. Totty*, the beautiful chestnut bronze; petals long and graceful, with perfect stem and foliage. Gorgeous color. Very distinctive. } Aug. 15 or Later Nov. 15

PRIVATE MERLE HAY

A warm, bronze-red; nice clean foliage quite up to the flower. Scored 94 as a commercial } After Aug. 10 Nov. 5

QUAKER MAID

A large glistening white variety, of extra value as it is ready to cut first week in October; straight stem and good foliage... } Aug. 20 Oct. 7

RICHMOND

A fine type of commercial silk-like finish. Bright golden yellow. A very easy doer..... } Aug. 25 Early Nov.

ROSANDA (Exhibition)

Color, old rose; outer petals reflexing, center incurving; a fine large sort, of very easiest culture } Sept. 10 Nov. 1

ROSE DELIGHT

Deep rose pink on opening, changing to a beautiful lighter tone as it matures. A very imposing, globular incurved. Unsurpassed in its type and color; always scarce } Sept. 5 and Later Oct. 20

ROSE PERFECTION

A brighter seedling from *Chieftain*, holding its color for a very long time..... } Sept. 10 Nov. 5

SNOW-WHITE

A fine, very early white commercial. Form, foliage, stem, color make it a very valuable second early; easy to do; the round incurved form makes it a perfect shipper. } Aug. 25 Nov. 1

SUN GLOW

A brilliant yellow of *Bonnaillon* type but larger; very smooth incurved. Absolutely unsurpassed as a commercial, and one of the handsomest. Badly needed for this date } Aug. 15 Oct. 20

SUN GOLD

The brightest late yellow, the most perfect in form, an easy doer; it seems almost faultless. Fine for Thanksgiving and later. A prime favorite..... } Sept. 30 Late

TEKONSHA

Grand large flowering bronze for Thanksgiving. Easy to do. Color valuable for this date..... } Sept. 10 Late

THANKSGIVING PINK

A valuable color, needed for variety among the numerous whites and yellows of this late date. Don't bench before June 15—then use terminal bud.

TIMOTHY EATON

Can be spaced 6 x 8 inches. Late cuttings give fine substantial flowers for Thanksgiving; absolutely white. (Don't use Terminal Bud) } Sept. 10 Nov. 10

W. A. BILNEY (Exhibition)

Deep bronze in color. Exceptionally fine in a deep, broad flower, and of wonderful color tone. Very popular..... } Aug. 20 Nov. 1

W. H. WAITE

A magnificent scarlet and gold; one of the most brilliant; 4 feet from early cuttings.... } Aug. 25 Nov. 5 and Later

WHITE CHIEFTAIN

White sport of Chieftain; the smoothest, roundest of them all.. } Sept. 10 Oct. 25

WHITTIER

Similar to Richmond in Bloom, a golden yellow sphere of very fine finish. Can be cut very late. Stem and foliage allow close planting } Terminal, about Sept. 10 Nov. 10 & Dec.

YELLOW CHADWICK

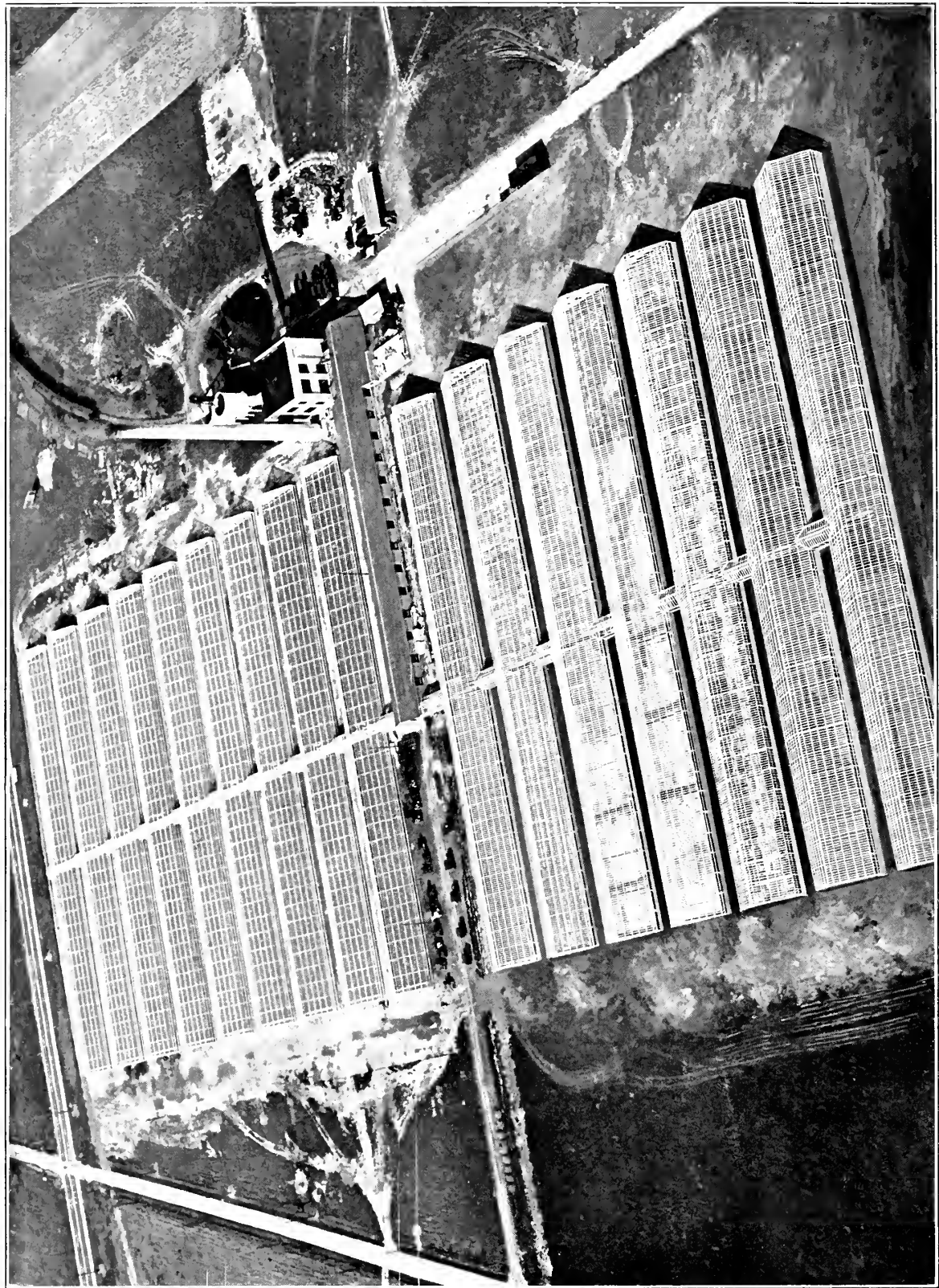
Very late yellow; valuable for its date; excellent shipper.

YELLOW FROST

The earliest good yellow 'mum; can be had in fine condition by mid-August; sells in enormous quantity } Aug. 15

YELLOW TURNER (Exhibition)

The yellow sport from Turner; a necessity for collections and for variety; grand yellow..... } Aug. 30 Nov. 5



Aeroplane view West Range Jos. H. Hill Co.



POMPONS

Invaluable for Decorative Work

THIS type of Chrysanthemum is more popular than ever. The hybridizer is constantly adding better varieties and new colors to the already extensive list. Of particular merit are the new bronze shades.

Our collection contains only those that sell well on the market and those producing good returns per square foot. You cannot go wrong when selecting varieties from our up-to-date list.

BETTY WATKINS. Flowers golden bronze of medium size, produced on sturdy stems. Makes fine sprays. November 15.

BOKHARA. Color like autumn foliage. One of the best earlier flowering varieties. October 25.

BRONZE QUEEN. Much the same color as Hilda Canning. Large flowering type. October 25.

BUCENA. Another Thanksgiving pompon of the small type, light bronze in color. Sturdy, upright growth.

CAPT. COOK. Color a lovely shade of rose pink, free from lavender tones. Second early.

CHRISTMAS GOLD. "Baby 'Mum." Golden yellow. Flowers in December.

CLARA JAMESON. Vivid coloring, bronze and scarlet. Button type. October 10.

CHICAGO PEARL. One of the finest whites. Also the latest white.

DOROTHY TURNER (New). A lovely combination of bronze and old gold that blooms just in time for Thanksgiving. One of the best of the newer varieties.

FRANK WILCOX. Best Thanksgiving bronze.

GOLD COIN. Brilliant yellow producing large flowers. A Thanksgiving variety. Very free.

HILDA CANNING. Brilliant reddish bronze. Button type. Very early and very fine.

IDA IMPROVED. By far the best early yellow. October 15.

LILLIAN DOTY. Fine pink, one of the best to disbud.

LEILAH. An early rose pink; very profitable; in heavy demand; a great producer. October 15.

MARIANA. Should be disbudded. Snow-white, a perfect beauty. In a class by itself. Midseason.

MRS. H. HARRISON. Light Daybreak pink, very profitable. October 15.

MRS. NELLIE KLERIS. An improved Lillian Doty. Second early.



New York

MUSKOKA. Golden bronze and mahogany. Disbud to 6 to 10 flowers to a plant. Large and full for its type. Great keeper. Comes early.

NEW YORK. Handsome golden bronze. One of the best. Midseason.

ROSE CHARM. Should be grown in quantity and disbudded. Lovely in form and color and stiff stemmed. In heavy demand. November 1.

UNALGA. An intense yellow, brighter than Christmas Gold. May be grown naturally to sprays or disbudded. An excellent Thanksgiving variety.

UVALDA. Extra fine, very early white. Comes in with White Wings. Totally different.

VARSITY. A bigger "Baby." Deep gold.

VERA VICTORIA. Excellent bronze, brilliant.

WHITE DOTY. A good disbudded white.

WHITE WINGS. Pure white, produces a marvelous quantity of choice bloom. October 10.

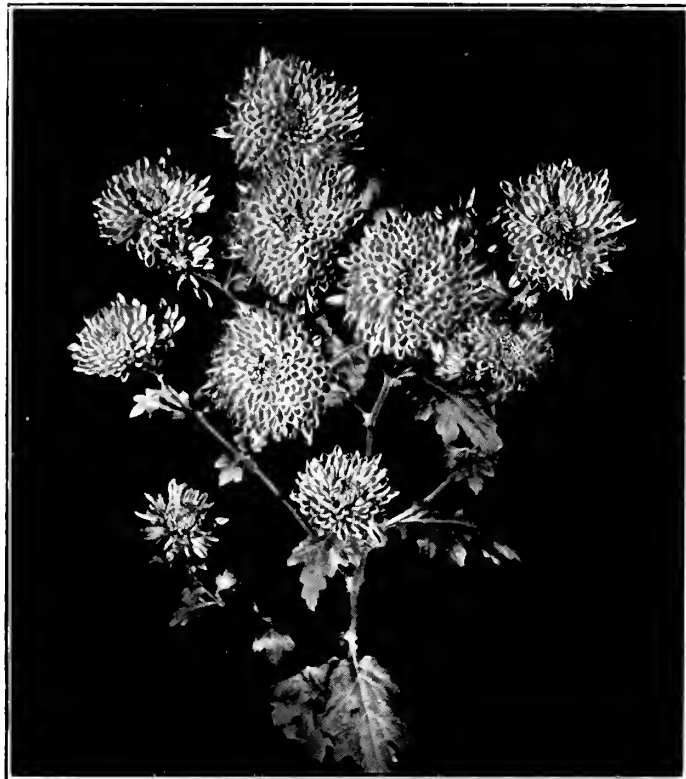
YELLOW DOTY. For disbudding. Almost of the old Chinese type. A fine addition to the group.

YELLOW FELLOW. Deep, clear yellow. One of the best midseason varieties.



Single Anemone and Pot Plant VARIETIES

Will add interest and variety to your collection. Our list has been especially selected.



Unalga

SINGLES

MRS. BUCKINGHAM. The queen of single pinks. Soft rose color. Very early. In demand, very profitable.

BRONZE BUCKINGHAM. Sport from Mrs. Buckingham. Brilliant bronze. Very early. In heavy demand.

MRS. E. D. GODFREY. Light pink and the finest variety for the Thanksgiving market. Probably more largely grown than any other single. Very strong grower.

MURRAY HILL BEAUTY (New). A sport of Mrs. E. D. Godfrey. Color a most attractive old rose. A valuable addition to the list of singles. Blooms from Thanksgiving to Christmas.

MISS ISABELLE. Another sport of Mrs. E. D. Godfrey. Bronze color with a silvery reverse to the petals. Matures for Thanksgiving.

ABSOLUTE. An intense scarlet bronze with a clear yellow center. One of the finest single varieties ever placed on the market. You cannot afford to be without it. November 10.

BRONZE GODFREY (New). Straw colored bronze. Quite different from other bronze varieties. Blooms the same time as Mrs. E. D. Godfrey of which it is a sport.

ANEMONES

Three excellent varieties that delight the customer and the grower looking for "something different."

BLANCHE. Very large, pure white. Fine grown to single stem. Early.

THE CHIEF. Fine yellow variety. November 10.

MRS. A. G. WILSON. A pure white, very free in growth and bloom. Requires very little disbudding. November 5.

GOOD POT PLANTS

BUTLER'S CAPRICE—Deep Pink.
PURPLE CAPRICE—Royal Purple.
YELLOW CAPRICE—Golden Yellow.

LILAC CAPRICE—Deep Violet.
KATHLEEN THOMPSON—Crimson.
SOURCE D'OR (Lizzie Adcock)—Tawny Bronze.

STEVIAS

This useful and beautiful "florists' flower" can be had in bloom from Thanksgiving on through mid-winter. Used with roses or carnations in arrangements or used in decorating a fancy box this dainty flower adds 100 per cent to the effect.

PRICES FOR STRONG, ROOTED CUTTINGS

Single variety \$25.00 per 1,000

Double Stevia \$25.00 per 1,000



INDEX AND PRICE LIST OF 'MUMS

Rooted Cuttings for 1931

	Per 100	Per 1000		Per 100	Per 1000
Absolute	\$10.00	\$ 90.00	Lizzie Adcock	4.00	35.00
Ada B. Gosling.....	10.00	90.00	Louisa Pockett	10.00	90.00
Adrian's Pride	4.00	35.00	Lustre	5.00	40.00
Alice Benson50	per plant	Majestic	8.00	75.00
Ambassador (\$5.00 per doz.).....	25.00	200.00	Marian H. Uffinger.....	10.00	90.00
Amos (\$5.00 per doz.).....	25.00	200.00	Mariana	4.00	35.00
Angelo	4.00	35.00	Marie de Petris.....	10.00	90.00
Berta	10.00	90.00	Medusa	10.00	90.00
Betty Watkins	4.00	35.00	Miss Isabelle	4.00	35.00
Blanche	6.00	50.00	Miss Millicent Rogers.....	10.00	90.00
Bob Pulling	10.00	90.00	Miss Rita Mitchell.....	10.00	90.00
Bokhara	4.00	35.00	Miss Ruth Twombly.....	10.00	90.00
Bronze Buckingham	4.00	35.00	Monument	4.00	35.00
Bronze Godfrey	10.00	90.00	Mrs. Alfred G. Wilson.....	4.00	40.00
Bronze Mistletoe	4.00	35.00	Mrs. Aug. Koch.....	10.00	90.00
Bronze Queen	4.00	35.00	Mrs. E. D. Godfrey.....	4.00	35.00
Bucena	4.00	35.00	Mrs. E. Kershaw.....	10.00	90.00
Butler's Caprice	5.00	40.00	Mrs. F. E. Lewis.....	10.00	90.00
Capt. Cook	4.00	35.00	Mrs. H. Harrison.....	4.00	35.00
Carrie Beinecke	10.00	90.00	Mrs. Jules Leeds.....	10.00	90.00
Celestra	5.00	40.00	Mrs. Keith Luxford	10.00	90.00
Chadwick Improved	5.00	40.00	Mrs. Nellie Kleris.....	3.50	30.00
Chicago Pearl	4.00	35.00	Mrs. Nellie T. Ross.....	4.00	35.00
Chieftain Improved	4.00	35.00	Mrs. R. M. Calkins.....	4.00	35.00
Christmas Gold	4.00	35.00	Mrs. Walter Engel (\$2.00 per doz.)	12.00	100.00
Chrysolora	3.50	30.00	Mrs. Wm. Buckingham.....	3.50	30.00
Clara Jameson	4.00	35.00	Mrs. Woodrow Wilson.....	10.00	90.00
Corp. Piper	10.00	90.00	Murray Hill Beauty.....	10.00	90.00
Detroit News	4.00	35.00	Muskoka	4.00	35.00
Dorothy Turner	8.00	75.00	Nadine	10.00	90.00
Earl Kitchener	10.00	90.00	Nag-ir-Roc	8.00	75.00
Early Frost	5.00	40.00	Nerissa	10.00	90.00
Favorite	4.00	35.00	New York	5.00	40.00
Florence Bahn	10.00	90.00	Niagara	10.00	90.00
Frank Wilcox	3.50	30.00	Odessa	10.00	90.00
Friendly Rival	5.00	40.00	Philip Ricci	10.00	90.00
Garnet King	10.00	90.00	Private Merle Hay.....	10.00	90.00
Gladys Pearson	4.00	35.00	Purple Caprice	5.00	40.00
Glorious	4.00	35.00	Quaker Maid	4.00	35.00
Gold Coin	4.00	35.00	Richmond	4.00	35.00
Gold Lode	4.00	35.00	Rosanda	4.00	35.00
Golden Celebration	4.00	35.00	Rose Charm	4.00	35.00
Golden Chadwick	5.00	40.00	Rose Delight	6.00	50.00
Golden Glory	4.00	35.00	Rose Perfection	4.00	35.00
Golden Majestic (50c per plant)...	35.00	300.00	Snow White	4.00	35.00
Gov. Green	4.00	35.00	Source d'Or	4.00	35.00
Grace Sturgis	10.00	90.00	Souv. de Martin.....	10.00	90.00
H. E. Converse.....	10.00	90.00	Sun Glow	4.00	35.00
Harvard	3.50	30.00	Sun Gold	4.00	35.00
Hilda Bergen	10.00	90.00	Tekonsha	4.00	35.00
Hilda Canning	4.00	35.00	Thalia	10.00	90.00
Honeydew	5.00	40.00	Thanksgiving Pink	4.00	35.00
Ida Improved	4.00	35.00	Thetta Quay Franks.....	10.00	90.00
Indianola	5.00	40.00	The Bruce	10.00	90.00
Irene Beane	10.00	90.00	The Chief	4.00	35.00
Jewel (\$5.00 per doz.).....	25.00	200.00	Thos. W. Pockett.....	10.00	90.00
John R. Booth	10.00	90.00	Timothy Eaton	4.00	35.00
John S. Bush.....	10.00	90.00	Unalga	4.00	35.00
Josephine Lawler	5.00	40.00	Uvalda	4.00	35.00
Kathleen Thompson	5.00	40.00	Varsity	4.00	35.00
Legal Tender (\$5.00 per doz.).....	25.00	200.00	Vera Victoria	4.00	35.00
Leilah	4.00	35.00	Vermont	10.00	90.00
Lilac Caprice	5.00	40.00	W. A. Bilney.....	5.00	40.00
Lillian Doty	3.50	30.00	W. H. Waite.....	10.00	90.00



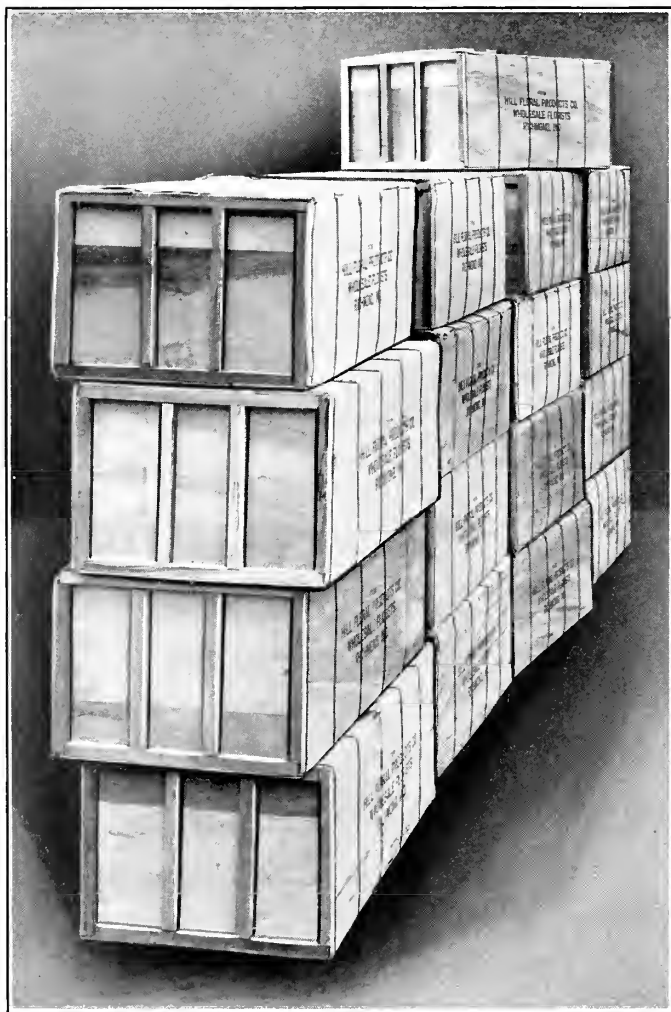
	Per 100	Per 1000		Per 100	Per 1000
White Chieftain	4.00	35.00	Yellow Caprice	5.00	40.00
White Distinction (\$5.00 per doz.)	25.00	200.00	Yellow Chadwick	5.00	40.00
White Doty	3.50	30.00	Yellow Chieftain	4.00	35.00
White Wings	4.00	35.00	Yellow Doty	5.00	40.00
Whittier	4.00	35.00	Yellow Fellow	4.00	35.00
Wm. Hazelhurst	10.00	90.00	Yellow Frost	5.00	40.00
Wm. Turner	6.00	50.00	Yellow Gold (\$5.00 per doz.)	25.00	200.00
Woolf's Pink	6.00	50.00	Yellow Pockett	10.00	90.00
			Yellow Turner	6.00	50.00

25 cuttings of a VARIETY at the 100 rate.

250 cuttings of a VARIETY at the 1,000 rate.

An additional charge will be made on orders of less than 25 of a variety (except varieties selling for 10c per plant or more).

TERMS OF SALE



Note the light, sturdy boxes used in packing plants for express shipments.

CHARGE ACCOUNTS

REFERENCE: New customers who wish to open a charge account will please furnish us credit references and allow sufficient time for us to confirm same. If immediate shipment is desired cash must accompany your order and in the meantime we can look up your references for future shipments. Cash must accompany all orders under \$5.00. (See "Cash in Advance" terms.)

TERMS FOR CHARGE ACCOUNTS:
Grafted Roses: Three per cent. cash discount if paid before the 10th of the month following date of invoice; net 60 days. **Packing Charges:** \$5.00 per 1,000. **Carnations, Chrysanthemums and Other Stock:** Net cash—no discount—no packing charges. (See "Cash in Advance terms.") Interest charged on past due accounts.

CASH IN ADVANCE

When cash accompanies any order you are entitled to deduct 3 per cent before adding packing or parcel post charges.

Cash must accompany all orders under \$5.00.

Cash must accompany all orders from customers in foreign countries.

C. O. D.

If C. O. D. shipment is requested, the order must be accompanied by at least one-third the amount to insure acceptance. No discount is allowed on C. O. D. shipments and the usual charges for packing will be added.

SPECIAL NOTICE

All shipments travel at the risk and cost of the purchaser. Should any damage occur notify your express agent at once so you can enter claim.

Talisman

Originated by the
MONTGOMERY CO.



STILL THE MOST POPULAR NOVELTY ROSE
EVER OFFERED TO THE AMERICAN TRADE

E. G. Hill

Originated by the
E. G. HILL CO.



THE largest red forcing Rose of true Hybrid Tea character yet produced. The flower is dazzling scarlet, shading to deeper pure red as it develops. It is a great producer and an unusually good keeper, and is becoming more popular each season.